

Message Text

SECRET

PAGE 01 CAIRO 09210 241432Z
ACTION NODS-00

INFO OCT-01 ISO-00 /001 W
-----120350 250130Z /64
R 241404Z MAR 78
FM AMEMBASSY CAIRO
TO SECSTATE WASHDC 7125
INFO AMEMBASSY ROME

S E C R E T CAIRO 09210

EXDIS (DISTRIBUTE AS NODIS)

E.O. 11652: GDS
TAGS: MASS, EG, US, IT
SUBJECT: MIG MAINTENANCE PROGRAM

REF: (A) STATE 75152, (B) STATE 63250, (C) CAIRO 6938

1. PURSUANT REF B, AMBASSADOR HAS ASKED GAMASY WHETHER GOE HAD COMMUNICATED CONTRACT DECISIONS TO UNSUCCESSFUL BIDDERS. GAMASY SEEMED SURPRISED AND SAID HE DID NOT THINK SO. IT WAS NOT MINWAR'S PRACTICE TO SEND FORMAL NOTIFICATION TO UNSUCCESSFUL BIDDERS. WHEN AMBASSADOR SUGGESTED HE MIGHT WISH TO DO SO IN CASE OF ITALIAN/AMERICAN FIRMS WHO HAD OFFERED ASSIST ON MIG MAINTENANCE, HE AGREED THINK OVER IDEA, BUT CLEARLY REMAINED TEPID ABOUT DOING SO. HE THOUGHT ITALIAN/AMERICAN FIRMS SHOULD BY NOW BE IN NO DOUBT THAT THEY LOST THE CONTRACT.

2. AS HE HAS BEEN IN THE PAST, GAMASY WAS CRITICAL ABOUT HIGH COST QUOTATIONS IN ITALIAN/AMERICAN OFFERS AND SAID COMPANIES SEEMED TO THINK THEY WERE DEALING WITH "FOOLS" IN MAKING SUCH SUBMISSIONS. HE REITERATED THAT, APART FROM PRICE CONSIDERATIONS, BRITISH FIRMS' WILLINGNESS AND ABILITY TO DO MIG ENGINE AND AIRFRAME REHABILITATION WORK IN EGYPT WEIGHED HEAVILY WITH GOE IN MAKING ITS

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DECISION.

3. AT AMBASSADOR'S REQUEST, DATT AND AIRA HAVE ALSO BEEN URGING SENIOR EAF CONTACTS SEND NOTIFICATION TO UNSUCCESSFUL BIDDERS. RESPONSES THEY HAVE RECEIVED FROM EAF ARE SOMEWHAT DIFFERENT FROM WHAT GAMASY HAS TOLD US. ONE SENIOR EAF OFFICER CLAIMED THAT TO BEST OF HIS KNOWLEDGE,

MINISTRY OF WAR IS STILL STUDYING VARIOUS OPTIONS. HE SAID HE COULD NOT SEND LETTER TO LOCKHEED NOTIFYING COMPANY THAT IT HAD BEEN UNSUCCESSFUL BIDDER BECAUSE EAF HAS NOT HEARD ANYTHING FROM MINISTRY OF WAR TO THIS EFFECT. THIS COULD BE NO MORE THAN A PRETEXT BY EAF TO AVOID HAVING TO SEND SUCH A LETTER. IT COULD ALSO BE THAT EAF HAS NOT BEEN FORMALLY INFORMED BY MINISTRY OF WAR OF GAMASY'S DECISION. WE HAVE FOUND IN THE PAST THAT COMMUNICATIONS . BETWEEN GAMASY AND EAF ARE NOT ALWAYS THE BEST, BUT IN FINAL ANALYSIS IT IS GAMASY WHO DECIDES ON MILITARY PURCHASES FOR ALL THE SERVICES. IN ANY EVENT, IN VIEW EAF OFFICER'S CLAIM, AMBASSADOR HAS ASKED DATT AND ARMA DISCREETLY TO CHECK WITH OTHER SENIOR EAF CONTACTS THEIR UNDERSTANDING OF SITUATION.

4. RE PARA 5 REF A, WILL POUCH TO NEA/EGY COPY OF AGREE-
MENT VADER LEFT WITH AOI. EILTS

SECRET

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: FIGHTER AIRCRAFT, AIRCRAFT MAINTENANCE, CAT-B
Control Number: n/a
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Draft Date: 24 mar 1978
Decaption Date: 20 Mar 2014
Decaption Note: 25 YEAR REVIEW
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To: STATE ROME MULTIPLE
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